



Missouri Works Quarterly Report to the General Assembly

November 2018

For Quarter Ending September 30, 2018

The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes 6 categories for participating: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (Missouri Works Summary Page 3).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with DED to insure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to RSMO 620.2020.15., the Department of Economic Development is required to provide on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (Pages 4 - 6);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (Pages 4 - 6);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (Pages 4 - 6);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included (Pages 4 - 6); and
5. The Department’s response time for each request for a proposed benefit award under this program (Page 7).

Missouri Works Summary

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
Zone Works	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business)	None	Project Facility must be located in an Enhanced Enterprise Zone
Rural Works	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business)	None	Project facility must be located in a “rural” county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
Statewide Works	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business.	An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega 120 Works	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega 140 Works	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Retention Works	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at-risk for relocation out-of-state.

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Total Credits Authorized From 07/01/2018 To 09/30/2018

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
Missouri Works - Mega 140 Works									
RGA ENTERPRISE SERVICES COMPANY	Approved	Statutory		\$2,543,914.00	\$2,986,334.00	150	\$92,365,450.00		
Total Mega 140 Works				\$2,543,914.00	\$2,986,334.00	150	\$92,365,450.00		
Missouri Works - Rural Works									
AEE INC. DBA EMERYS PROCESSING	Approved	Statutory		\$0.00	\$89,834.00	23	\$100,000.00		
Total Rural Works				\$0.00	\$89,834.00	23	\$100,000.00		
Missouri Works - Statewide Works									
BRETTON WOODS GROUP, INC.	Approved	Statutory		\$0.00	\$719,215.00	53	\$1,000,000.00		
CANTEX, INC.	Approved	Statutory		\$0.00	\$407,668.00	60	\$1,750,000.00		
CONTINENTAL DISC CORPORATION	Approved	Statutory		\$0.00	\$363,147.00	49	\$11,493,000.00		
CURATE, LLC FKA LOGOS IDENTITY LLC	Approved	Statutory		\$0.00	\$74,301.00	10	\$0.00		
DRS SUSTAINMENT SYSTEMS INC.	Approved	Statutory		\$0.00	\$242,125.00	20	\$7,550,000.00		
DRS SUSTAINMENT SYSTEMS INC.	Approved	Statutory		\$0.00	\$230,604.00	12	\$19,100,000.00		
ENVISION, LLC	Approved	Statutory		\$0.00	\$1,571,534.00	147	\$140,000.00		
GLASS LEWIS & CO. LLC	Approved	Statutory		\$0.00	\$320,771.00	51	\$1,750,000.00		
GLMV ARCHITECTURE, INC.	Approved	Statutory		\$0.00	\$441,807.00	52	\$1,868,760.00		
GROVE COLLABORATIVE, INC.	Approved	Statutory		\$1,192,061.00	\$0.00	210	\$3,708,500.00		
HLK, LLC	Approved	Statutory		\$0.00	\$2,107,190.00	130	\$10,500,000.00		
K12 ITC, INC.	Approved	Discretionary		\$63,135.00	\$208,977.00	23	\$11,500,000.00	5.42	\$116,106,000.00
KWS GATEWAY RESEARCH CENTER, LLC	Approved	Discretionary		\$122,056.00	\$169,621.00	10	\$17,200,000.00	2.39	\$110,168,000.00
LEGGETT & PLATT, INCORPORATED	Approved	Statutory		\$0.00	\$242,417.00	35	\$10,000,000.00		
LUZCO TECHNOLOGIES, LLC	Approved	Statutory		\$0.00	\$160,147.00	10	\$798,000.00		
MITEK USA, INC.	Approved	Statutory		\$0.00	\$191,100.00	23	\$1,120,200.00		

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
MODERN LITHO - KANSAS CITY, LLC	Approved	Statutory		\$0.00	\$419,161.00	42	\$1,000,000.00		
MORAN FOODS, LLC DBA SAVE-A-LOT, LTD.	Approved	Discretionary		\$619,949.00	\$555,310.00	24	\$20,400,000.00	5.39	\$269,696,000.00
SWIPESUM, INC.	Approved	Statutory		\$1,348,605.00	\$0.00	80	\$356,500.00		
TRIAD, INC.	Approved	Statutory		\$0.00	\$313,017.00	45	\$3,675,000.00		
Total Statewide Work				\$3,345,806.00	\$8,738,112.00	1,086	\$124,909,960.00	Avg: 4.40	\$495,970,000.00
Missouri Works - Zone Works									
CNH REMAN, LLC	Approved	Statutory		\$0.00	\$538,283.00	149	\$17,890,000.00		
O'REILLY HOSPITALITY MANAGEMENT, LLC	Approved	Statutory		\$0.00	\$59,362.00	10	\$14,736,890.00		
PDC LABORATORIES, INC.	Approved	Statutory		\$0.00	\$146,773.00	22	\$8,164,183.00		
PORTER TELEO LLC	Approved	Statutory		\$0.00	\$21,244.00	4	\$1,100,000.00		
RUSSELL CELLULAR INC.	Approved	Statutory		\$0.00	\$685,447.00	135	\$9,000,000.00		
SENSIENT COLORS LLC	Approved	Statutory		\$0.00	\$201,315.00	36	\$5,300,000.00		
SMITH SEED SERVICES, LLC	Approved	Statutory		\$0.00	\$90,943.00	38	\$24,500,000.00		
Total Zone Works				\$0.00	\$1,743,367.00	394	\$80,691,073.00		
Total Quarter Ending 7.1.18 - 9.30.18				\$5,889,720.00	\$13,557,647.00	1,653	\$298,066,483.00	Avg: 4.40	\$495,970,000.00

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Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs (Projected)	Retained Jobs (Actual)	Total Benefits Authorized	Total Benefits Received	New Jobs (Projected)	New Jobs (Actual)	Anticipated Investment	Actual Investment	(Net General Revenue Benefit Ratio (Authorized)	Value-Added/GSP in \$ (Authorized)	(Net General Revenue Benefit Ratio (Actual)	Value-Added/GSP in \$ (Actual))
Missouri Works - Mega 120 Works														
SUNGEVITY, INC.	Closed	Statutory			\$3,296,495.00	\$119,717.79	180	173	\$4,600,000.00	\$0.00				
Total Mega 120 Works					\$3,296,495.00	\$119,717.79	180	173	\$4,600,000.00	\$0.00				
Missouri Works - Mega 140 Works														
SEDGWICK, LLP	Closed	Statutory			\$2,845,023.00	\$948,072.72	125	100	\$4,649,631.00	\$0.00				
Total Mega 140 Works					\$2,845,023.00	\$948,072.72	125	100	\$4,649,631.00	\$0.00				
Missouri Works - Retention Works														
BERNSTEIN-REIN ADVERTISING, INC.	Closed	Discretionary	121	89	\$1,007,741.00	\$319,753.50			\$8,891,575.00	\$16,568,425.08	2.31	\$549,000.00	3.53	\$0.00
FORREST T. JONES & COMPANY, INC.	Closed	Discretionary	215	214	1,666,731	1,666,279			\$3,000,000.00	\$6,786,855.74	4.1	\$1,801,000.00	1.67	\$2,007,000.00
GEORGE K. BAUM HOLDINGS, INC.	Closed	Discretionary	61	60	\$1,295,366.00	\$1,295,366.00			\$6,300,000.00	\$7,456,991.93	1.01	\$61,000.00	1.19	\$66,000.00
RSM US LLP FKA MCGLADREY LLP	Closed	Discretionary	133	128	\$1,286,050.00	\$1,230,553.00			\$2,978,789.00	\$3,351,216.96	1.17	\$31,000.00	2.08	\$105,051,000.00
Total Retention Works			530	491	\$5,255,888.00	\$4,511,951.10			\$21,170,364.00	\$34,163,489.71	Avg: 2.15	\$2,442,000.00	Avg: 2.12	\$107,124,000.00
Missouri Works - Rural Works														
HANDI-CRAFT COMPANY	Closed	Statutory			\$28,927.00	\$5,066.00	5	0	\$900,000.00	\$162,609.25				
Total Rural Works					\$28,927.00	\$5,066.00	5	0	\$900,000.00	\$162,609.25				
Missouri Works - Statewide Works														
DIGITAL TALENT AGENTS, LLC DBA INFLUENCE & CO.	Closed	Statutory			\$76,534.00	\$6,793.00	22	13	\$40,000.00	\$0.00				
FIDELITY COMMUNICATIONS	Closed	Statutory			\$357,006.00	\$68,238.12	37	43	\$825,000.00	\$0.00				
FISHER-ROSEMOUNT SYSTEMS, INC.	Closed	Discretionary			\$1,925,727.00	\$99,650.58	60	29	\$2,600,000.00	\$0.00	1.37	\$101,500,000.00	5.44	\$9,527,000.00
HD SUPPLY INC*	Closed	Discretionary			\$146,450.00	\$270,319.00	30	48	\$5,350,000.00	\$0.00	4.95	\$143,533,000.00	**	**
OIX, INC.	Closed	Discretionary			\$490,840.00	\$0.00	50	90	\$12,673,210.00	\$0.00	4.21	\$42,206,000.00	1.38	\$11,179,000.00
PATTERSON MOLD & TOOL (PACE INDUSTRIES, INC. PATTERSON DIV)	Closed	Statutory			\$118,770.00	\$26,839.00	19	15	\$4,400,000.00	\$0.00				
Total Statewide Works					\$3,115,327.00	\$471,839.70	218	238	\$25,888,210.00	\$0.00	Avg: 3.51	\$287,239,000.00	Avg: 6.13	\$20,706,000.00
Missouri Works - Zone Works														
QMPower, INC.	Closed	Statutory			\$615,984.00	\$1,390.00	74	0	\$890,000.00	\$102,620.00				
RONNOCO COFFEE, LLC	Closed	Statutory			\$56,133.00	\$13,827.00	10	4	\$500,000.00	\$167,500.00				
SHAMROCK GROUP, LLC	Closed	Statutory			\$117,340.00	\$16,214.00	30	0	\$13,000,000.00	\$115,044.21				
STARLINE, INC.	Closed	Statutory			\$8,690.00	\$13,827.00	3	9	\$1,900,000.00	\$628,000.00				
Total Quarter Ending 7.1.18 - 9.30.18					\$15,339,807.00	\$6,101,905.31	645	524	\$73,498,205.00	\$35,339,263.17	Avg: 2.73	\$289,681,000.00	Avg: 2.55	\$127,830,000.00
*Company was bought out by Core & Main LP														
**Cost Benefit Analysis will be ran once the project is completed.														

Proposal Assignment Tracking (July 1, 2018 – September 30, 2018)

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
1806020	2	1	0
1807004	5	1	6
1807007	2	4	1
1807010	1	2	1
1808001	9	1	0
1808003	0	4	0
1808004	1	3	4
1808005	3	2	5
1808006	0	3	0
1808007	0	3	0
1808008	0	3	0
1808010	4	2	6
1809002	10	1	4
1809003	11	2	4
1809004	1	2	1
1809005	7	4	2
1809007	5	5	4
1809008	2	5	2
1809009	0	4	0
Average Response Time in Days			2.11

***Duplicate Project ID #'s indicate multiple requested proposals.**

Notes:

*PIR = Date Completed Project Information Request is submitted to DED.

**RFP = Date Request for Proposal is submitted to Finance.

***Proposal = Date Proposal is completed and sent to Company.

****Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.